CLAIMS

What is claimed is:

1. A method of brokering sales between parties, said method comprising the steps of:

     a)   receiving request for broker's services from a client;

     b)   requesting transactional information from said client for said brokered services;

     c)   constructing a client transactional model from said received parameters, said client transactional model indicating a likelihood of said client's participation in a transaction;

     d)   identifying potential second parties to said transaction; and

     e)   eliciting participants to said transaction from said identified second parties, whereby said transaction is structured to maximize spread.

2. A method of brokering sales as in claim 1 wherein after the step (c) of constructing the client transactional model, said method further comprising the step of:

     c1)   presenting modeled transactions to said client, acceptance of said modeled transaction determining whether parameters of said transaction are suitable.

3. A method of brokering sales as in claim 2, wherein if parameters of said transaction are determined to be unsuitable in step (c1), said method further comprising the step of:

     c2)   reworking said transactional model; and

     c3)   repeating step (c1).

4. A method of brokering sales as in claim 3 wherein said client is a prospective buyer.

1   5.   A method of brokering sales as in claim 3 wherein said client is a prospective

2   seller.

1   6.   A method of brokering sales as in claim 3 further comprising the steps of:

2   f)   constructing a workable deal model responsive to said transactional

3   model;

4   g)   identifying deals likely to be accepted by said client and at least one

5   identified second party responsive to said transactional model and said workable deal

6   model; and

7   h)   presenting identified deals having the largest spread to said client and each

8   said identified second party.

1   7.   A method of brokering sales as in claim 6 wherein when said deal is rejected by

2   said client or all identified second parties, said method further comprising the step of:

3   j)   reworking said deal, whereby reduction of profit to said broker is

4   minimized in said reworked deal; and

5   k)   presenting said reworked deal to said client and each said identified

6   second party.

1   8.   A method of brokering sales as in claim 6 where step (g) of identifying deals

2   likely to be accepted comprises the steps of:

3   i)   constructing a broker's profit function of said received parameters;

4   ii)   employing a global optimization search for identifying a feasible deal that

5   maximizes spread; and

6   iii)   presenting proposed deals to said client and identified second parties.

1   9.   A computer program product brokering sales, said computer program product

2   comprising a computer usable medium having computer readable program code thereon,

3   said computer readable program code comprising:

4   computer readable program code means for receiving request for broker's services

5   from a client;

6   computer readable program code means for requesting transactional information

7   from said client for said brokered services;

8   computer readable program code means for constructing a client transactional

9   model from said received parameters, said client transactional model indicating a

10   likelihood of said client's participation in a transaction;

11   computer readable program code means for identifying potential second parties to

12   said transaction; and

13   computer readable program code means for eliciting participants to said

14   transaction from said identified second parties, whereby said transaction is structured to

15   maximize spread.

1   10.   A computer readable program code means for brokering sales as in claim 9 further

2   comprising:

3   computer readable program code means for presenting modeled transactions to

4   said client, acceptance of said modeled transaction determining whether parameters of

5   said transaction are suitable.

1   11.   A computer readable program code means for brokering sales as in claim 10

2   further comprising:

3   computer readable program code means for constructing a workable deal model

4   responsive to said transactional model;

5   computer readable program code means for identifying deals likely to be accepted

6   by said client and at least one identified second party responsive to said transactional

7   model and said workable deal model; and

8   computer readable program code means for presenting identified deals having the

9   largest spread to said client and each said identified second party.

1   12.   A computer readable program code means for brokering sales as in claim 11

2   wherein computer readable program code means for identifying deals likely to be

3   accepted comprises:

4   computer readable program code means for constructing a broker's profit function

5   of said received parameters;

6   computer readable program code means for employing a global optimization

7   search for identifying a feasible deal that maximizes spread; and

8   computer readable program code means for presenting proposed deals to said

9   client and identified second parties.

1   13.   A system for brokering sales between parties, said system comprising:

2   means for receiving request for broker's services from a client;

3   means for requesting transactional information from said client for said brokered

4   services;

5   means for constructing a client transactional model from said received parameters,

6   said client transactional model indicating a likelihood of said client's participation in a

7   transaction;

8   means for identifying potential second parties to said transaction; and

9   means for eliciting participants to said transaction from said identified second

10   parties, whereby said transaction is structured to maximize spread.

1   14.   A system for brokering sales as in claim 13 further comprising:

2   means for presenting modeled transactions to said client, acceptance of said

3 modeled transaction determining whether parameters of said transaction are suitable.

1   15.   A system for brokering sales as in claim 13 further comprising:

2   means for constructing a workable deal model responsive to said transactional

3 model;

4   means for identifying deals likely to be accepted by said client and at least one

5 identified second party responsive to said transactional model and said workable deal

6 model; and

7   means for presenting identified deals having the largest spread to said client and

8 each said identified second party.

1   16.   A system for brokering sales as in claim 15 further comprising means for

2 reworking said deal to minimize reduction of profit to said broker.

1   17.   A system for brokering sales as in claim 15 wherein means for identifying deals

2 likely to be accepted comprises:

3   means for constructing a broker's profit function of said received parameters;

4   means for employing a global optimization search for identifying a feasible deal

5 that maximizes spread; and

6   means for presenting proposed deals to said client and identified second parties.